



Neftalí Garro

PARTNER

"Neftalí Garro is one of the best lawyers in the Costa Rican insurance sector. He is a very technical lawyer who is able to provide practical advice."

Chambers and Partners

ABOUT

Neftalí Garro is partner at BLP. He specializes in Business Law and Insurance & Reinsurance, leading this practice for Central America. With over 25 years of experience, he has advised on mergers, acquisitions, corporate reorganizations, and corporate governance matters. His expertise in mergers and acquisitions spans various industries, and in Insurance & Reinsurance, he possesses extensive knowledge in contracts, regulatory issues, transactions, and complex claims and litigation. He is recognized and esteemed as a leader in insurance practice in Central America. A member of boards and committees, he serves as an arbitrator and speaker on insurance law and regulation. Since 2007, he has been a professor at the University of Costa Rica's School of Law. Co-founder of BLP in 2003 and appointed partner in 2005.

EXPERIENCE

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.

BLP has advised ASSA Compañía de Seguros, S.A. on the acquisition of the insurance operations of Triple – S in Costa Rica.

The firm's advice involved all aspects of the transaction, including due diligence, regulatory and competition issues for the approval of the transaction by the General Superintendency of Insurance (SUGESE) and the Commission for the Promotion of Competition (COPROCOM), as well as labor, tax, intellectual property, and real estate issues related to the transaction.

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PRACTICE AREAS

- Insurance & Reinsurance
- Business Law

ACCREDITATIONS

Education

- Master in Insurance Law (Fulbright Scholar), University of Connecticut, United States, 2000.
- Diploma in Foundations of American Law, Georgetown University, 1999.
- Law degree in Law with honors, University of Costa Rica, 1997.

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EXPERIENCE

BLP advised on the first incursion by a global insurance brokerage firm into the Central American market.

BLP advised Unity, a regional insurance brokerage firm headquartered in Panama, with operations also in Costa Rica, El Salvador, Nicaragua, Honduras, and Guatemala, on its acquisition by Willis Towers Watson, a global insurance brokerage firm based in the United Kingdom. BLP's advice included all corporate and insurance regulatory law matters relevant to the transaction.

BLP has continued to serve as legal advisor to the Costa Rican Association of Private Insurers (AAP) and chairs its Legal Affairs Committee.

The role entails advising the Association and its Board of Directors on day-to-day regulatory issues that significantly impact the industry.

BLP advised a U.S. life and health insurer operating in Costa Rica on defending an ordinary civil lawsuit for approximately \$400,000 brought by two individuals whose health insurance the company terminated for false and inaccurate statements in the applicants' health declaration.

RECOGNITIONS

- Recognized in the practice of Insurance by Chambers & Partners (Band 1).
- Recognized as Leading Individuals by The Legal 500.
- Recognized as a Thought Leader by Who's Who Legal.
- Recognized as LACCA Approved by the inhouse lawyers consulted by LACCA

LANGUAGES

- Spanish
- English
- Italian

ASSOCIATIONS & AFFILIATIONS

- Interlaw: Member of the Board of Directors
- Insuralex: ExPresident and ExTreasurer of the Board of Directors
- Costa Rican Association of Insurance Law and Finance (ACODES): Ex-President
- International Association of Insurance Law (AIDA): Presidential Council Member
- DRCAFTA: Eligible arbitrator for the Solution of Controversies in Financial Services within the Free Trade Agreement, DRCAFTA
- International Association of Defense Counsel (IADC): Member
- Association of Private Insurers of Costa Rica (AAP): Coordinator of the Legal Committee
- Italian-Costa Rican Chamber of Industry and Commerce: Past Board Member
- Costa Rica Bar Association: Member of the Civil and Commercial Law Commission
- Institute of Corporate Governance of Costa Rica: Board Member
- Costa Rican International Law Association Phillip C. Jessup (ACODI): Former President.
- International Bar Association: Member (Officer, Insurance Committee; Officer, Women Lawyers' Committee)
- Chartered Institute of Arbitrators: Member (MCI Arb)