

Eduardo Zúñiga

Managing Partner, Costa Rica



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Overview

Eduardo is the managing partner in charge of our real estate and hospitality teams in Costa Rica. His practice focuses on real estate, urbanism, hospitality and project development. He is also experienced in project finance, secured transactions, energy, infrastructure and PPPs.

Clients rely on Eduardo to handle every stage of a project. He oversees the due diligence process for acquiring greenfield properties, obtains the required permits, structures the project's development and creates the legal structure to market and sell each project. He has represented clients who have developed beachfront resorts, gated communities, and urban development projects within Costa Rica's main cities. Also, he is experienced in hospitality matters and advises clients on negotiating hotel management agreements and timeshares.

Eduardo has also worked on structuring and securing security packages for real estate projects and acquiring on-going agribusiness companies. He regularly deals with environmental issues affecting real estate projects, secures construction permits, and negotiates construction contracts. He has also implemented both conservation schemes and carbon credits programs and created private conservancies.

Moreover, Eduardo is active in project finance, infrastructure, and energy projects. He has participated in structuring the financing for telecom projects, a toll road, and the refurbishment of the local oil refinery. In the energy sector, he advises both lenders and foreign investors on securing guarantees to finance energy projects and PPAs; especially, on wind and solar projects. He has implemented BOO, BOT, and PPPs structures. He has represented project sponsors, investors, multilateral banks, and financial institutions.

Areas of focus

Practices

- Environment and Natural Resources
- Real Estate
- Venture Technology and Emerging Growth Companies

- Notary Services
- Project Development

Industry sectors

- Transportation
- Infrastructure and PPP
- Energy

Issues and opportunities

- Blockchain and Distributed Ledger Technology

Region

- Latin America and the Caribbean

Education

- University of Pennsylvania, 2009, Business Diploma
- University of Pennsylvania, 2009, LL.M.
- Interamerican University, 2006, Master's Degree, Registry and Notary
- University of Costa Rica, 2004, Law Degree

Admissions and qualifications

- Costa Rica

Languages

- English
- Italian
- Spanish