

ANA SAENZ

Corporate Law, Public Law - Governmental Contracting & Marine Terrestrial Zone

Incorporated on 1997

Studies: Universidad de Costa Rica, School of Law (Graduate in Law and Notary Public, 1996); ULACIT, MBA with emphasis in International Commerce, presently on multiple courses and seminars in subjects related with the aforesaid areas of practice.

Languages: Spanish and English

Experience: Professional practice in corporate law, counseling local, Central American and multinational companies with emphasis in the implementation and execution of projects, specially:

- i. Acquisitions: broad experience at regional level in the processes of share and asset purchases of Costa Rican and foreign companies both representing the Purchaser and the Seller;
- ii. Mergers: broad experience at regional level in the merge and split of companies;
- iii. Organization of Businesses through different models of guarantee such as financial agreements (collaboration in the search of options and rapprochement with the different entities), trusts, loans, etc;
- iv. Examination of contractual structures of different nature;
- v. Corporate consultation to executive positions both locally and for Central America/the Caribbean. Strong handling of the regional legal panorama.
- vi. Real Estate.

Emphasis in the area of government contracting: Responsible of Legal Counseling of all the clients in all the areas of contracting with broad exercise in any type of process (Direct Purchase, Public Bidding, by Registry, Restrained), in all the foreseen stages (stage of authorization as regime of exception, review of conditions, objection of the cartel, preparation of offers, defense and questioning of offers prior to awarding, defense of awarded offer, appeal and annulment in order to achieve the award, stage of validation), and principally for the following businesses:

- i. Selling of purchasing services for banking institutions;
- ii. Selling of security products for banking institutions;
- iii. Selling of services and products in the area of telecommunications;
- iv. Selling of drugs;
- v. Selling of products of very different natures.

Experience in the area of concessions for public works: (i) co–advisor of multiple projects of development of private power generation with concessions granted by the Government of Costa Rica, (ii) external co–advisor of the association of concessionaires of hydro electrical power of Costa Rica (ACOPE), (iii) co–advisor of the Sociedad Portuaria de Buenaventura, associate of the awarding consortium of the concession of the Caldera Port, (iv) advisors of the company FCC. Strengthening of the good relations with legal and purchasing management divisions due to the above.

Experience in the area of concessions regarding the Marine Terrestrial Zone: Legal counseling and organization of grants, acquisitions, concessions, segregations, among others.