



## Eduardo Corzo

**Partner**

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**PRACTICES** Finance, Corporate, Project Finance and Development, International, Mergers and Acquisitions, Real Estate, Mexico Energy Reform, Oil and Gas, Shipping

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Eduardo Corzo is a transactional lawyer with extensive experience in finance, real estate and corporate / M&A, energy, and maritime law. With more than 15 years of practice, Eduardo is distinguished for his lead role in a number of multinational projects. He was recognized in the listing of *Latin Lawyer 250*, Law Business Research, Ltd., in 2023.

**Finance:** Eduardo practices financial law. He has experience in commercial lending as an adviser to banking institutions in the structuring of loan transactions, preparing and negotiating loan agreements, guaranties (mortgages, pledges and guarantee trusts), payment vehicles, loan syndications and security assignments.

**Project Finance:** Eduardo also handles project financings in the energy and transport sectors, plus real estate finance for industrial parks, tourist hotels, and shopping malls. He primarily focuses on finance transactions involving the three main Mexican Development Banks (Bancomext, Nafin and Banobras) plus cross-border Nadbank.

**Energy, Oil & Gas:** Eduardo has been actively involved in representing clients in the oil and gas industry in all sectors of upstream, midstream and downstream. He has participated in public bids of E&P contracts with the Mexican government and also with service and public works contracts with Pemex. In the private sector he has participated in the drafting of fuel trade and distribution contracts, including natural gas and the NAESB Mexican Addendum. Eduardo is experienced with midstream, transport, infrastructure, storage facilities, and transloading projects. He is also experienced in preparing and negotiating purchase and sale agreements for refined products (gasoline and diesel). Eduardo represents clients in negotiations with Pemex and its subsidiaries and trade arms (PMI Comercio Internacional), including industry service contracts, and CIEP migrations, as well as in regulatory and compliance matters.

**Energy, Power & Renewables:** Eduardo is experienced in significant power projects in Mexico, covering all stages of project development and finance. Eduardo has experience negotiating with the CFE, preparing and negotiating power purchase agreements, EPC contracts, O&M contracts, letters of credit and other ancillary project documents. He has advised clients in government negotiations and is experienced with parent guaranties and their enforcement. Eduardo is also knowledgeable about bond requirements and other credit risk structures.

**Maritime:** Eduardo has deep experience in Maritime Law and helps shipping companies with their business ventures in Mexico. Eduardo focuses on the maritime offshore (oil and gas) industry, including shipping finance, design of guarantee structures through maritime mortgages, guarantee trusts and pledges. Eduardo is distinguished as a go-to lawyer for setting up Mexican shipping companies, bareboat charters, time charters, ship-management, salvage claims, flagging and registration of vessels, and government relations with the Mexican Maritime Agency. Eduardo also has represented shipping company clients with the Mexican Chamber of the Maritime Transport Industry (CAMEINTRAM) with successful results.

**Real Estate:** Eduardo is experienced in handling land acquisitions, leases, title review and due-diligence, including hospitality such as operation agreements and development agreements. Mexico's real estate regime is complex in nature as many land is incorporated to a specific "agrarian" protective regime in which ejido communities have full disposition. Also Eduardo has good knowledge and understanding of the Mexican Public Registry of Property, which is a unique and complex record system when it comes to title registration and liens. Eduardo is experienced in industrial and hospitality – touristic project development and financing.

**Corporate / M&A:** Eduardo is experienced in representing clients in national and cross-border corporate transactions, such as asset acquisitions, mergers, spin-offs, project acquisitions, share and ownership interests purchase and sale transactions. He also drafts and prepares shareholder agreements, joint ventures and investment agreements. Eduardo has vast experience in settling and negotiating shareholder disputes.

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## QUALIFICATIONS

### EDUCATION

- LL.M., Banking and Finance Law, Boston University School of Law, 2006
- Law Degree, Universidad Iberoamericana, 2003,

Acknowledgment of Excellence; Dissertation: "Inside Information under the 2001 Law Amendment"

### LANGUAGES

- Spanish

### ADMISSIONS

- Mexico
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## AWARDS AND RECOGNITIONS

- Recognized in *Latin Lawyer 250*, Law Business Research, 2024
- Recognized in Best Lawyers in Mexico, Woodward/White, Inc., 2023